



# Investor Presentation

February 2022



# Disclaimer



## Forward-Looking Statements

This announcement contains certain forward-looking statements within the meaning of the federal securities laws, including statements regarding the services offered by ReNew Energy Global, the markets in which ReNew Energy Global operates and ReNew Energy Global's future potential financial and operational results. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this announcement, including but not limited to, the ability to implement business plans, forecasts, and other expectations, the ability to identify and realize additional opportunities, and potential changes and developments in the highly competitive renewable energy and related industries. The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties described in ReNew Energy Global's annual report on Form 20-F filed with the Securities and Exchange Commission (the "SEC") on August 27, 2021 and other documents filed by ReNew Energy Global from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and ReNew Energy Global assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. ReNew Energy Global gives no assurance that it will achieve its expectations.

## Non – IFRS Financial Measures

This presentation contains financial measures which have not been calculated in accordance with International Financial Reporting Standards ("IFRS"), including EBITDA because they are a basis upon which our management assesses our performance and we believe they reflect the underlying trends and indicators of our business. Although we believe these measures may be useful for investors for the same reasons, these financial measures should not be considered as an alternative to IFRS financial measures as a measure of the Company's financial condition, profitability and performance or liquidity. In addition, these financial measures may not be comparable to similar measures used by other companies. At the Appendix to this presentation, we provide further descriptions of these non-IFRS measures and reconciliations of these non-IFRS measures to the corresponding most closely related IFRS measures.



# Our Vision

“To Build The  
Best Renewable  
Energy Company  
In The World”

Top Pure-Play Renewable  
Company In India And One Of  
The **Largest** In The World <sup>(1)</sup>

Note:

1. Source: BNEF



**Great Place To  
Work 2021:**  
One of India's  
best workplaces  
in Oil, Gas and  
Energy category



**World Economic  
Forum (WEF)  
2021: World's 1<sup>st</sup>  
Clean Energy  
Company  
recognized as a  
Lighthouse**



**UN Global  
Compact Network  
India Award 2021:**  
Sumant Sinha  
recognized as  
Global SDG  
Pioneer



**Reuters  
Award 2020:**  
Clean Energy  
Transition Award



**S&P Global  
Platts 2020  
CSR Award:**  
Diversified  
Program of  
the Year



**S&P Platts  
Global Energy  
Awards 2019:**  
Rising Star  
Company of  
the Year

01

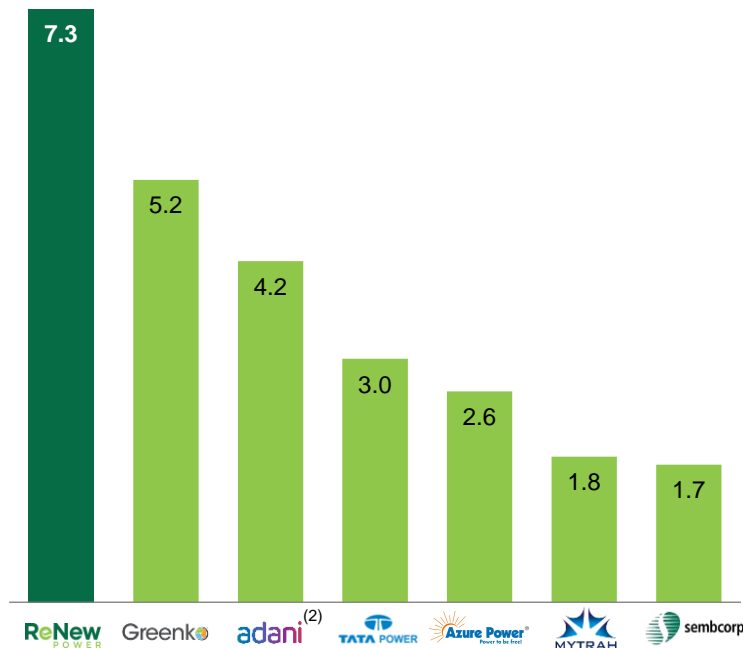
# ReNew Overview



# A Top Utility-Scale, Pure-Play Renewable Power Generation Company In India And One Of The Largest Globally

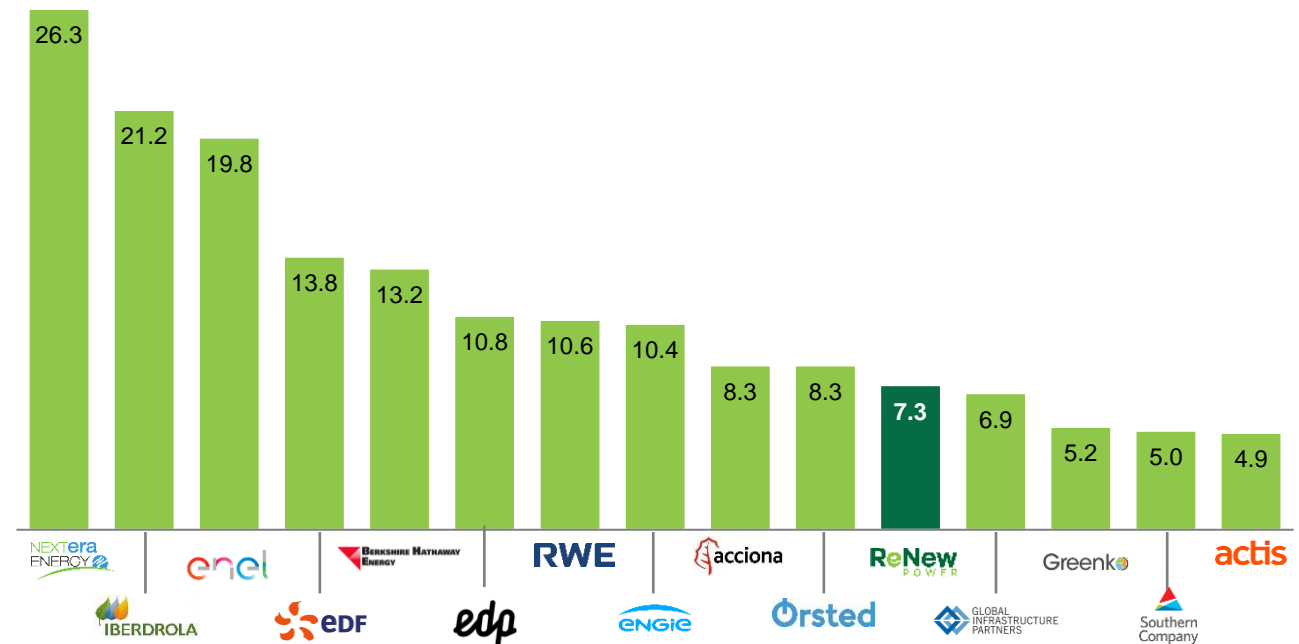
## One Of The Largest, Pure-Play Renewable Energy Providers In India

Net Capacity in MW (Operational) <sup>(1)</sup>



## A Leader In Renewable Energy Development Globally

Net Capacity in MW (Operational) <sup>(1)</sup>



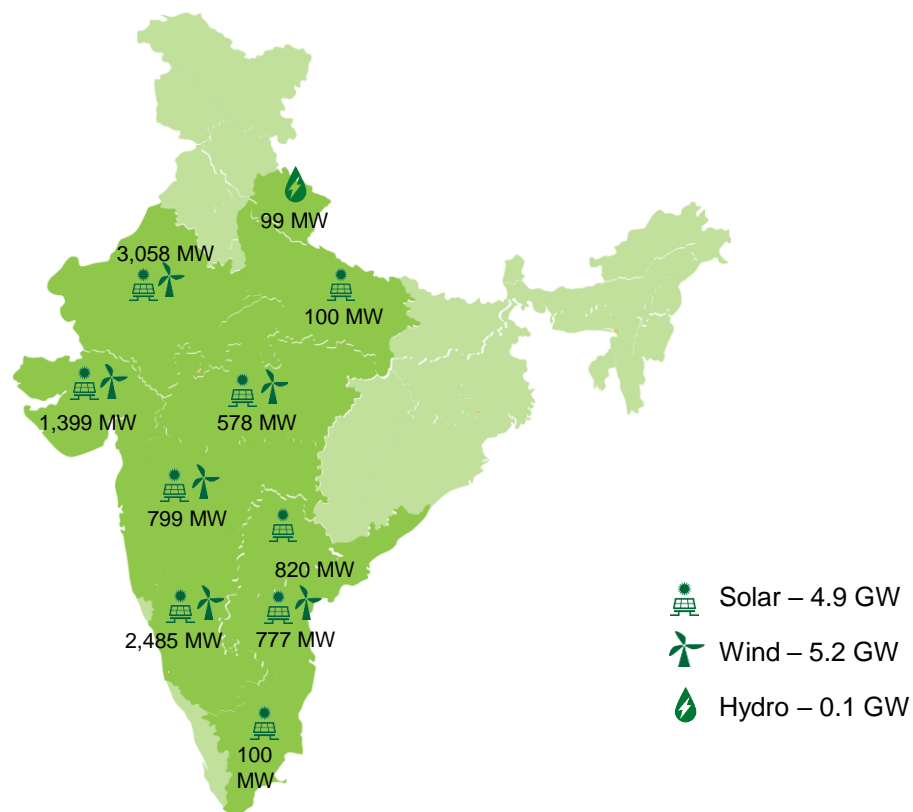
Source: ReNew information as on date, Company filings and BNEF as on 7 February 2022

Notes:

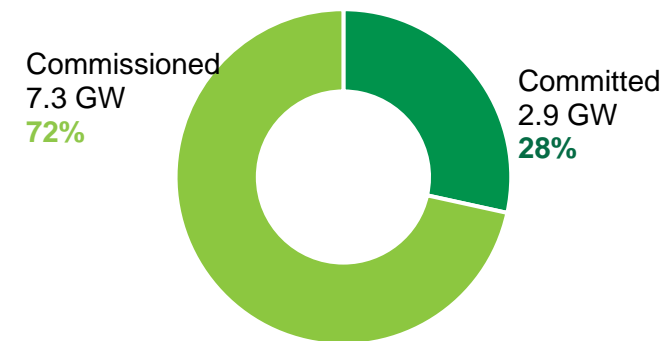
1. Data for operational capacity reflects the net ownership of the assets. In case, the information about ownership percentage not available, a 100% stake has been assumed. Global players selected basis operational capacity and ranked basis operational capacity. Operational capacity for ReNew is as on date
2. Adani's operational capacity is based on Equity Presentation – December 2021. Also, the same has been adjusted for TE 50% stake in 2,353 MW assets

# Highly Diversified Portfolio Of Contracted Assets

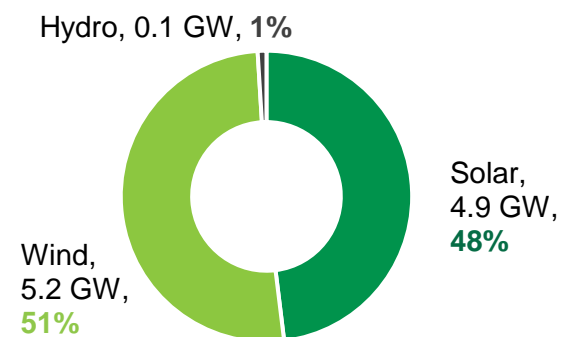
## ReNew's Regionally Diversified Utility Portfolio<sup>(1)</sup>



## Largest Operating Portfolio In India<sup>(1)</sup>



## Balanced Asset Mix<sup>(1)</sup>

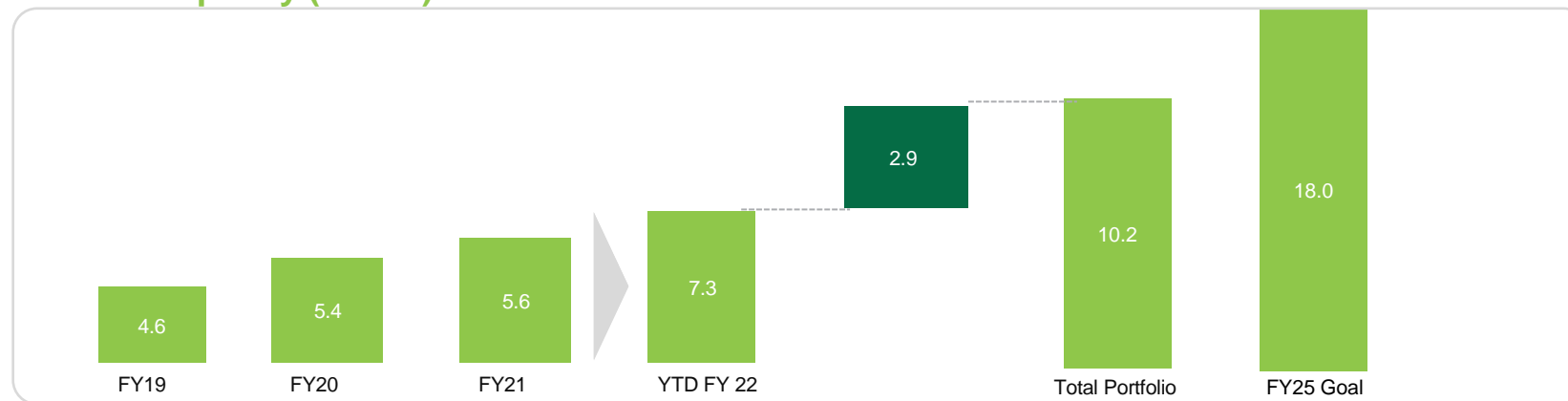


### Notes:

1. As on 31 January, 2022; Map includes only operational and committed capacity
2. Committed capacity means projects for which a PPA has been signed or projects for which the bid has been won and a letter of award has been received, or in the case of an acquisition, where binding agreements have been signed

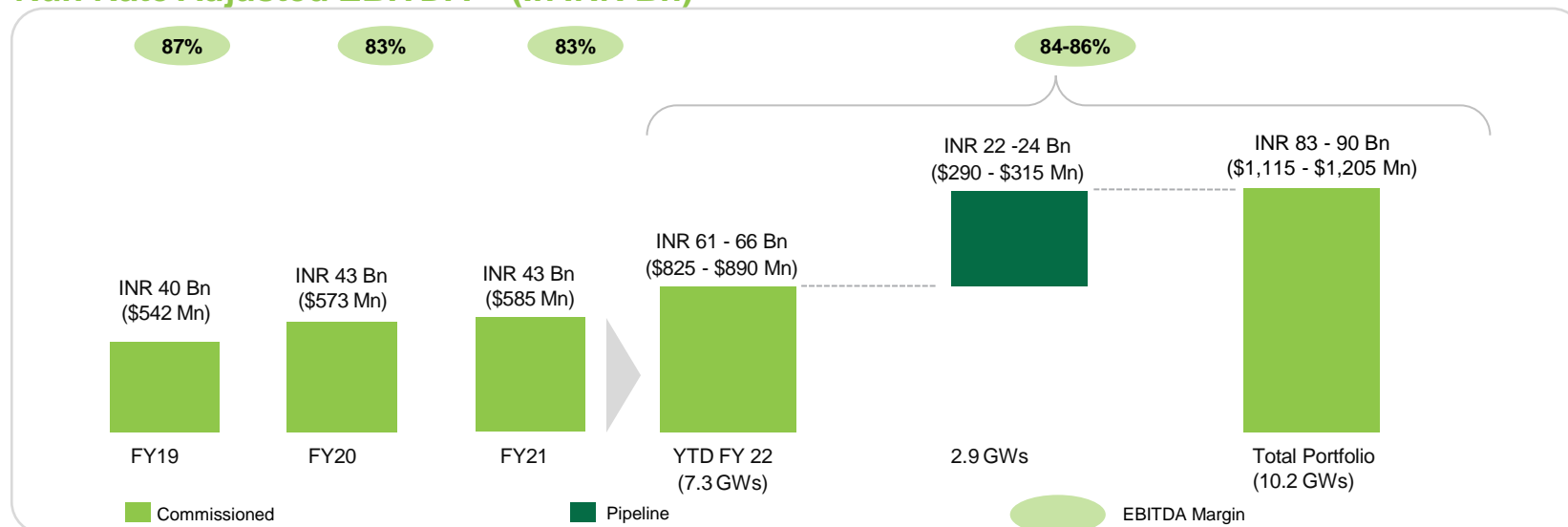
# Strong Growth Through Organic And Inorganic Opportunities

## Installed Capacity (In GW)



- Aspirational goal of **18 GWs** by FY 25; No new external equity needed for 18 GW goal<sup>(3)</sup>
- **~2.8x** capacity growth vs industry growth of **1.6x<sup>(2)</sup>** (FY 2017-21)

## Run Rate Adjusted EBITDA <sup>(1)</sup> (In INR Bn)



- Project commissioning on track with commissioned capacity of **7.3 GW** (addition of 1.8 GW in FY22, including 1.4 GW of organic capacity) and **0.4 GW** of near-term addition; M&A activity on track with original expectations
- Reiterating weather adjusted FY 22 EBITDA guidance of \$810 Mn<sup>4</sup> (INR 60.8 Bn)
- Bringing wind O&M and EPC in-house, productivity enhancements and digitalization measures is expected to drive EBITDA margin enhancement to **84-86%**

Notes: Capacity as on 31<sup>st</sup> December, 2021; FY represents fiscal year end 31<sup>st</sup> March ; INR numbers converted to USD at 1 USD = 74.16 INR for FY19, FY20, FY21 and others at 1 USD = 74.39 INR

1. EBITDA figures do not include interest income. Projected EBITDA does not include non-cash expenses such as amortization of USD bond hedging costs

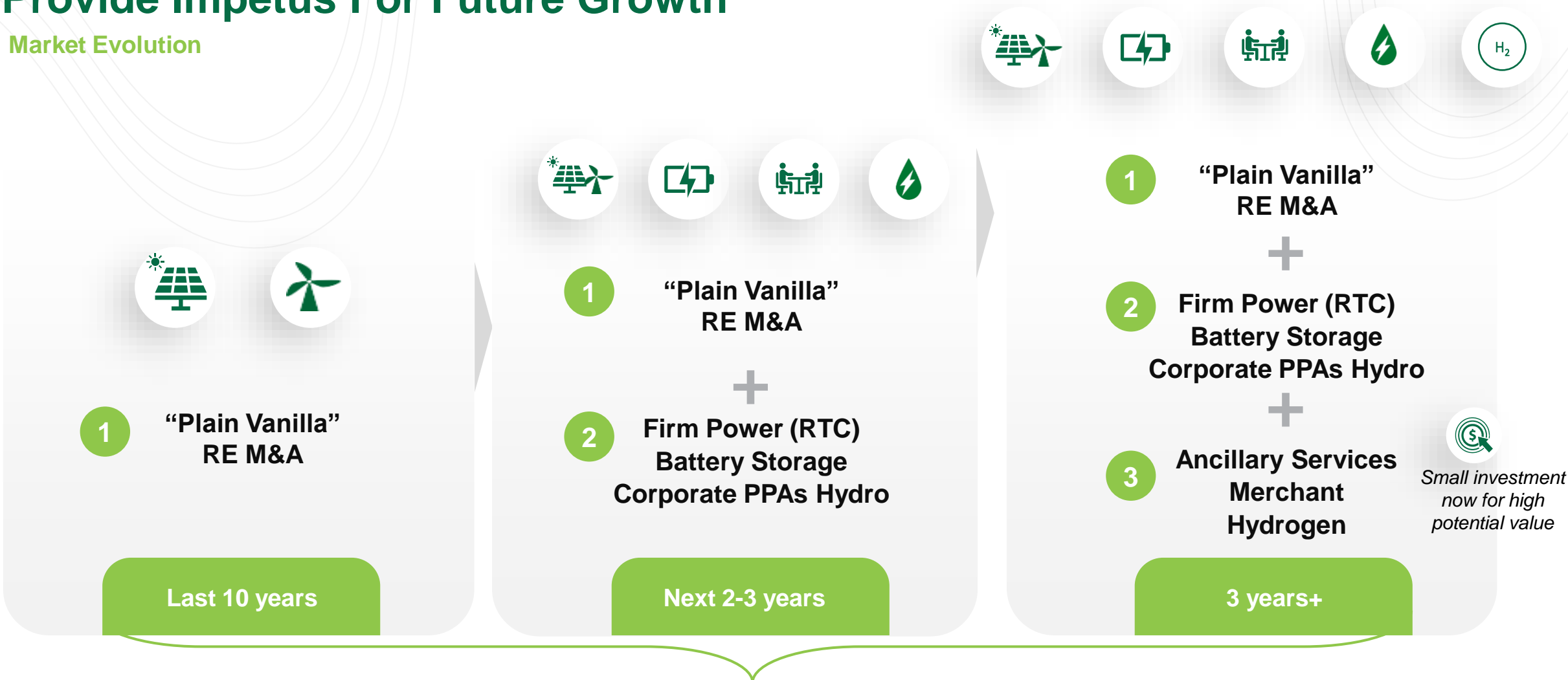
2. As per Central Electricity Authority (CEA)

3. Current equity plus cash flow to equity over the next two years

4. FY22 Weather Adjusted EBITDA guidance of \$810 million was converted to USD at an INR foreign exchange rate of 1 USD = 75 INR

# Multiple Drivers Across The Green Energy Value Chain To Provide Impetus For Future Growth

Market Evolution



We dedicate resources now to be best positioned for the future



# Significant Opportunity In One Of The Fastest Growing Markets; ReNew Taking Leading Role In Developing Them



Total Addressable Market Of ~ \$200 – 270 Bn

## Bid Market<sup>(2)</sup>

- Target of **450 - 500 GW** by 2030; installed/auctioned is ~165+ GW<sup>(1)</sup>
- Govt. target implies ~**35-40 GW** of annual auctions through 2028
- **6-7 GW** of auctions scheduled
- Highest organic operational capacity among peers

**\$150-200  
Bn**

**\$15-20  
Bn**

**\$30-50  
Bn**

## Corporate PPAs

- RE provide significant savings against grid prices; corporates focused on ESG and going “green”
- ~**25GW<sup>(4)</sup>** opportunity
- ReNew’s current installed capacity is 340 MWs

## M&A

- Overall market opportunity of **30-50 GW**
- **6-8 GW** up for sale currently/near term
- **1.8 GW** of acquisitions done; competitive advantage on financing, asset improvement & management, analytics

Note: Total addressable market amount based on company estimates; INR numbers converted to USD at 1 USD = 75 INR

1. As per India Brand Equity Foundation (IBEF) report from August 2021, 2. Includes plain vanilla renewable energy and intelligent energy solutions such as Firm Power, Round-the-Clock (RTC), Peak Power, Battery Storage, etc.; 3. Market opportunity calculated basis assumed value of \$110/MW; 4. Assuming replacement of

# Recent JVs Demonstrate Increased Competitive Edge and Technological Advancement

## Transaction Outline



### Partnership in Green Hydrogen

- Partnership agreement to jointly develop, own, execute and operate green hydrogen projects in India

## Market Opportunity

- Green hydrogen demand in India for applications such as refineries, fertilizers and city gas grids expected to grow up to 2MMTPA (\$60 Bn investments) by 2030 in line with India's green hydrogen mission

## Strategic Rationale

- L&T knows refineries, fertilizers etc. (having done EPC for many of them), expertise in last mile of Green Hydrogen
- Synergistic and brings together the impeccable track record of L&T in designing, executing, and delivering EPC projects and the expertise of ReNew in developing utility-scale renewable energy projects



### JV in Energy Storage Solutions

- 50:50 JV to bring market-leading energy storage technology and global experience to Indian customers by localizing and integrating Fluence's energy storage products and packages in India

- Projected market size of 27GW/108GWh by 2030, according to India's Central Electricity Authority

- Fluence brings IP leadership in battery segment, only company with utility scale operating battery in India
- BESS solutions for existing 300 MW Peak Power Project and a 400 MW Round-the-Clock (RTC) Power Project
- Capture BESS solutions in the Indian market, including EPC and asset management services

# Presence In All Market Segments Provides Multiple Avenues Of Growth Along With Access To Higher Return Opportunities

	Plain Vanilla Renewable Energy (RE)	Intelligent Energy Solutions	M&A	Corporate PPAs
<b>GWs Currently For Auction</b>	<b>6 - 7 GW</b>	<b>5 – 9 GW<sup>(1)</sup></b>	<b>6 - 8 GW</b>	<b>NA</b>
<b>No. Of Competitors</b>	<b>~15 - 20</b> (Large scale 8 – 10)	<b>3 - 4</b>	<b>5 - 6</b>	<b>5 - 6</b>
<b>Indicative Range Of IRRs</b>	Lower end of targeted range	Higher than plain vanilla RE	Higher than plain vanilla RE	Higher than plain vanilla RE



# Capital Discipline

## Our Commitment

Expected returns are above our cost of capital; Target attractive levered project equity IRRs of INR 16-20%



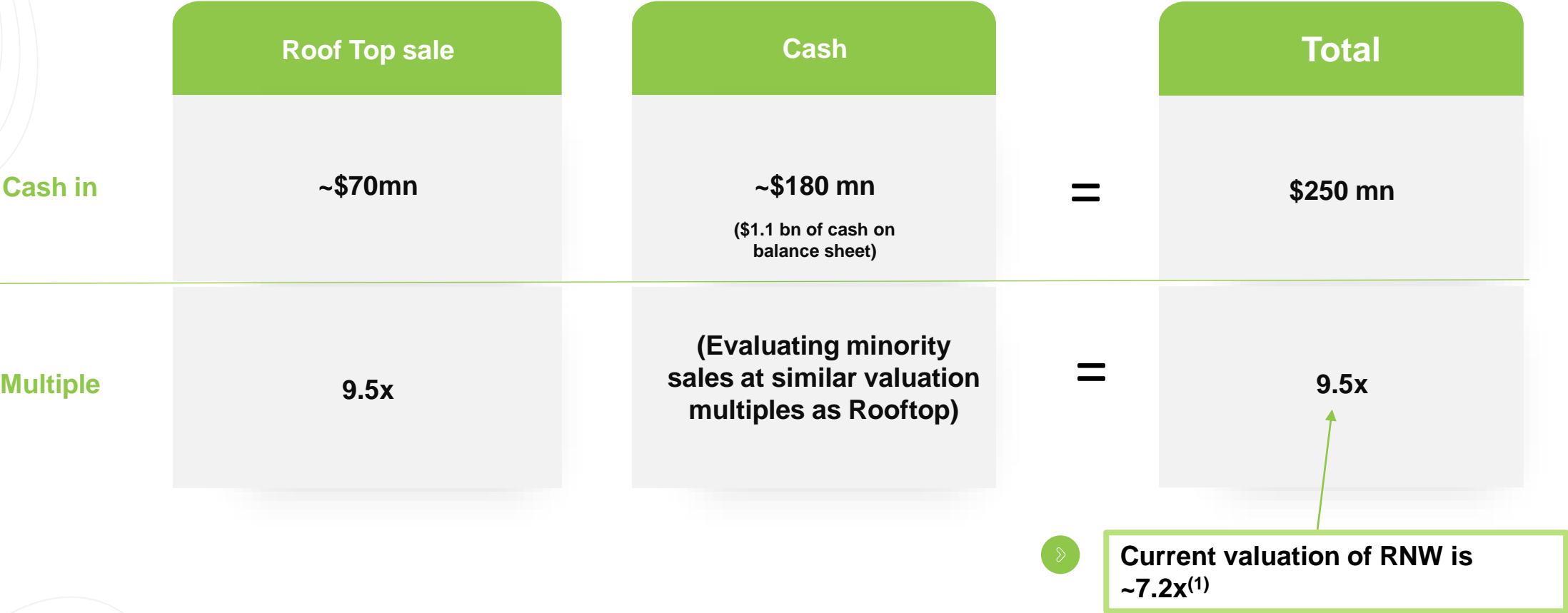


# Capital Discipline and Share Buybacks

## Announced \$250 mn share repurchase

- ✓ At the current share price, RNW is the company's best return opportunity with lowest execution risk
- ✓ Remain confident in the future outlook for the company
- ✓ Accretive to previous EBITDA/share and CFe/share plan
- ✓ Still expect to achieve 18 GW target by FY'25
- ✓ 7.2x<sup>(2)</sup> EV/ Adjusted EBITDA Run Rate guidance; <sup>(1)</sup> lower than the current capital deployment in organic Build and Mergers & Acquisitions

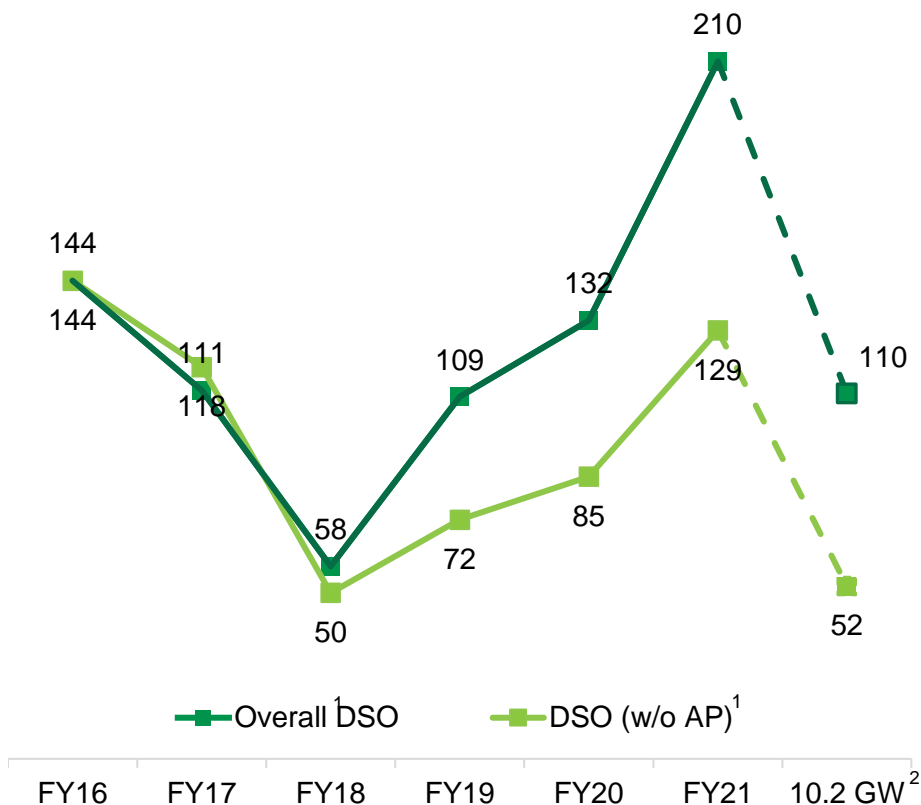
# Sources of Funding Buyback: Asset Sales at Higher Multiples



**Fully Equity Funded for 18.0 GWs after Buyback**

1. The multiple is based on the share price as of February 1<sup>st</sup>, 2022 prior to the share buyback announcement and is basis run rate EBITDA

# Receivables Situation Expected To Improve Meaningfully



## ReNew Is Taking Proactive Measures For Expediting Collections

- Active receivable management and continuous discussions / monitoring with offtakers through dedicated teams & senior management committees
- Court cases filed

## GOI Also Prioritizing Clearing Discom Dues

- Recently invoked tripartite agreement between itself, certain state govts. and Reserve Bank of India
- Mandating opening Letters of Credit from Discoms
- Discom liquidity package of ~ \$18 Bn

## Recent Updates

- ReNew received favorable order from the Karnataka High Court in December 2021 directing HESCOM and GESCOM (both Karnataka Discoms) to clear all outstanding dues payable. The court also issued general directions to all the DISCOMs in Karnataka to honor, discharge and fulfil their duties, obligations and liabilities under their PPAs. Total receivables on December 31, 2021 from all Karnataka DISCOMs, HESCOM and GESCOM were INR6,685mn (\$90mn), INR3,553mn (\$47mn), and INR2,649mn (\$36mn) respectively
- Supreme Court bench has directed Maharashtra Discom (MSEDCL) to pay 50% of outstanding dues

1. Based on overdue DSOs beyond due date of 30 to 45 days from billing date

2. DSOs for all offtakers assumed to be same as on March 2021

# Initiatives To Mitigate Supply Cost Inflation Has Shielded ReNew

Under construction projects are expected to have equity returns of 16 - 20%



**Solar  
project Cost**  
\$0.5 - \$0.6mn/MW



**Wind  
project cost**  
\$0.8 - \$0.9mn/MW

- » Interest rates have declined compared to our bid assumptions
- » Risk exposure substantially managed through multi pronged mitigation strategies

- » While supply prices have risen in last few months, they are only marginally higher than the bid assumptions, and this increase has been mostly offset by optimization in BoS and land costs

## Risk Mitigation

- » Further optimization in Balance of System through measures such as higher efficiency modules cost has led to reduction in BoS cost by 20 - 25%
- » Wind projects with turnkey contracts are not impacted by commodity prices
- » Self EPC and savings on BoS/BoP costs should provide additional savings

**ReNew**  
POWER



# Active Financing and Interest Rate Risk Management Strategy

## ReNew's interest rate profile and Potential Impact on ReNew of proposed rate hikes

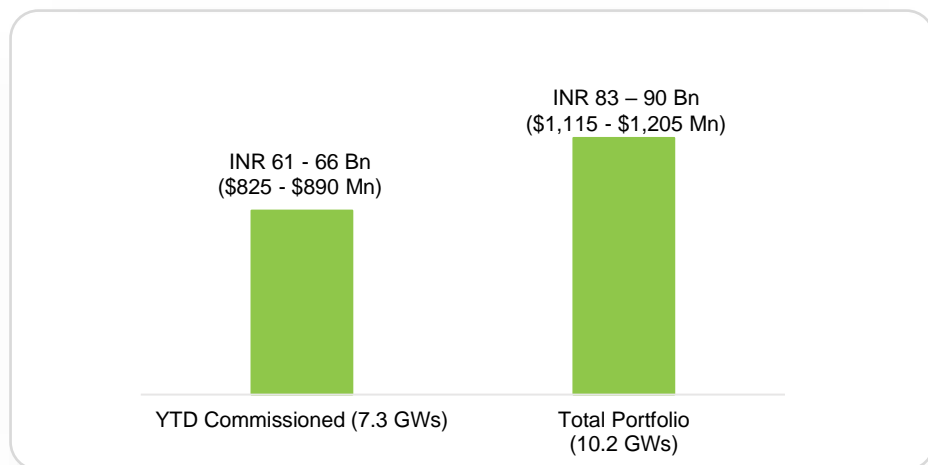
- » ~3/4th of debt is with fixed interest rate. Out of balance variable portfolio, only debt for non-SECI/NTPC and some Discom projects (<15%) could have potential impact of expected rate increase
- » ECBs (External Commercial Borrowings) and Bonds contribute significantly to the fixed interest rate segment of ReNew portfolio. More than half of the portfolio has fixed interest rates for more than 3 years. Most of the variable interest rate portfolio relates to domestic term lending, where rates have been benign and which has seen significant drop in the interest rates over last 12-15 months
- » In the past year or so, interest rate for variable debt reduced by more than 1% through refinancing and working with existing lenders for rate reductions. This saving adequately covers for the anticipated rate hikes, if any, in next 12 months
- » Financing for projects having off-takers with good receivable track record is typically ~ 1% cheaper than the projects with not such a good track record. In the event of proposed rate increase and lower liquidity in the market, the rate reductions may largely be limited to assets with Grade 1 off-take projects only

03

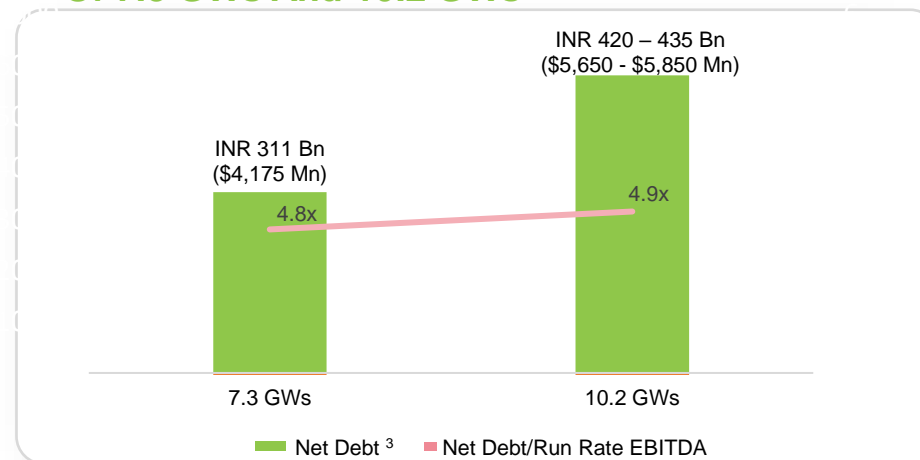
# Guidance

# Strong Growth Profile Which Is Fully Equity Funded

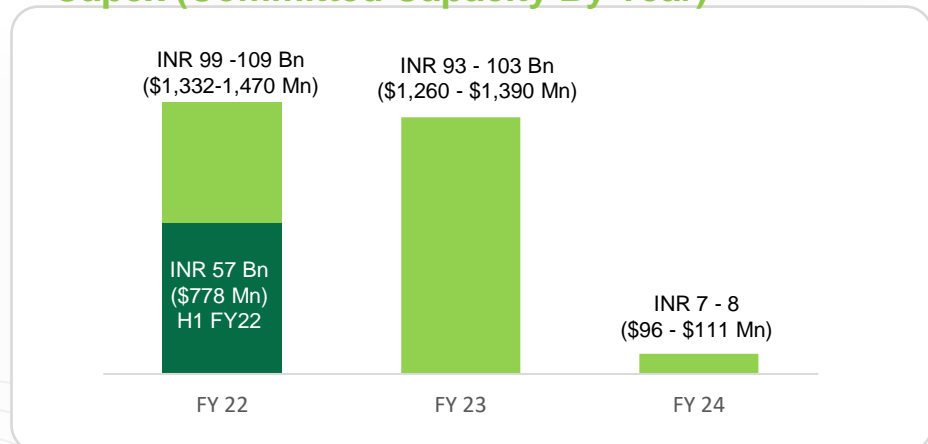
## Run Rate Adjusted EBITDA



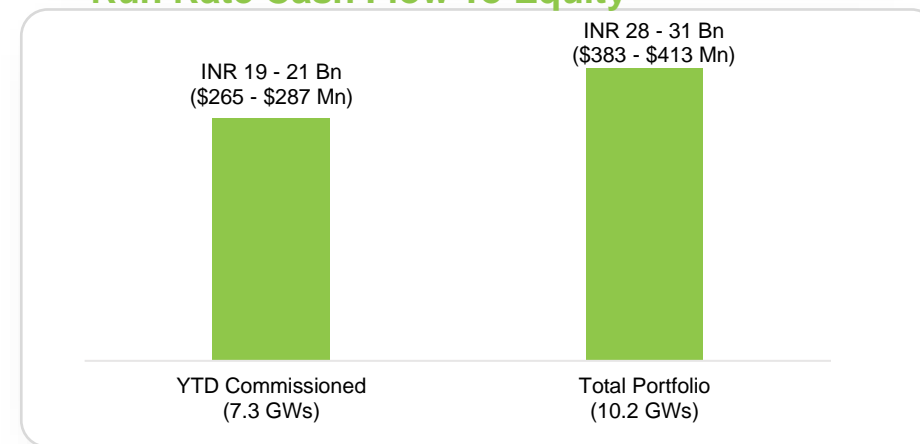
## Net Debt<sup>(1)</sup> & Leverage<sup>(2)</sup> At Operating Capacity Of 7.3 GWs And 10.2 GWs



## Capex (Committed Capacity By Year)<sup>(4)</sup>



## Run Rate Cash Flow To Equity<sup>(5)</sup>



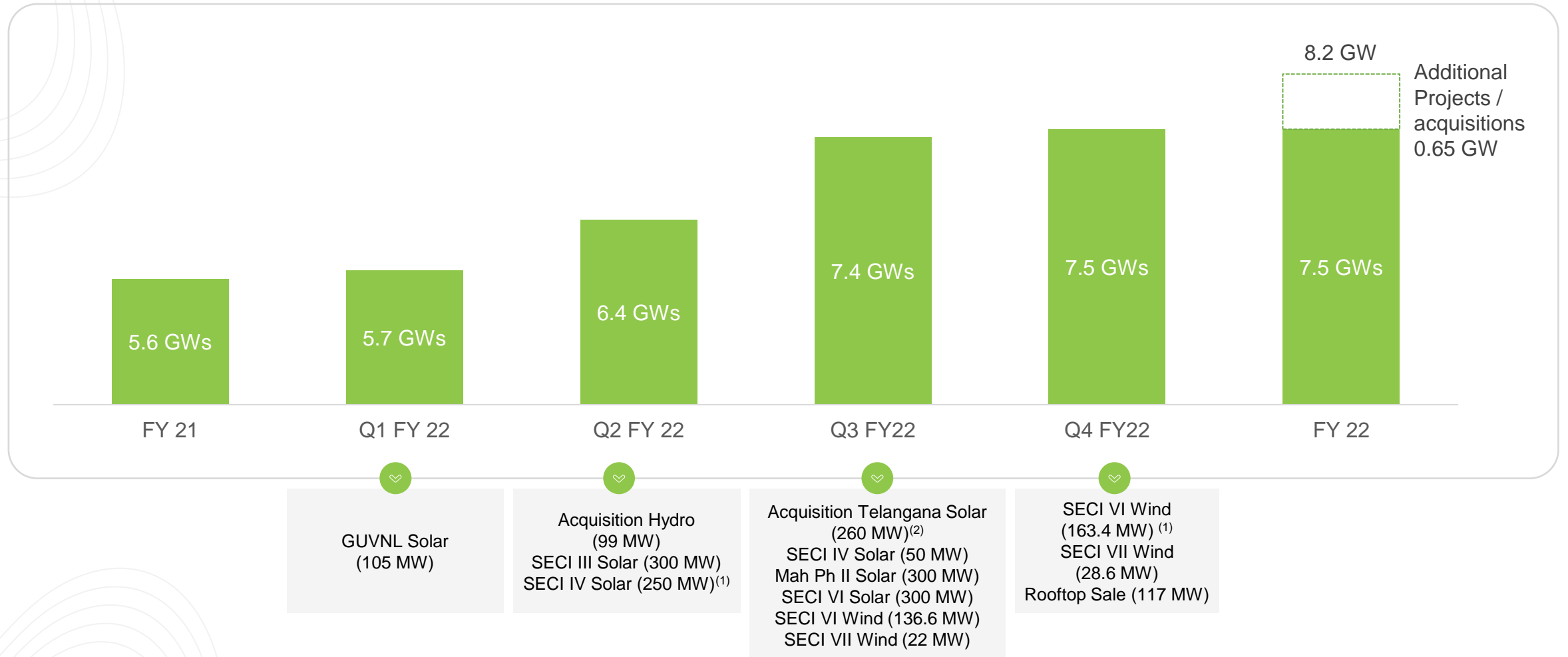
**On track to achieve FY 22 weather adjusted EBITDA guidance of \$810 Mn (INR 60.8 Bn) and 8.2 GWs of operational capacity by 31<sup>st</sup> March 2022**

Note: We intend to add to committed capacity only once PPA is signed in future; INR numbers converted to USD at 1 USD = 74.16 INR

1. Including corporate debt; 10.2 GWs net debt assumes one year of Cash Flow to equity for 7.3 GWs; net debt reduced by excess cash balance after incurring capex for 7.3 GW or 10.2 GWs respectively; Excludes capex & debt for manufacturing 2. Net debt/Run Rate EBITDA; includes corporate debt; excludes capex for manufacturing 3. Estimated Net Debt for Operating Capacity of 7.3 GW as on December 31, 2021 and 10.2 GW; 4. Capex is for 4.7 GW (excluding already incurred) beyond 5.6 GW of commissioned capacity as on 31st March, 2021; doesn't include duty impact and capex for manufacturing; 5. EBITDA less tax expenses, debt servicing (interest cost and amortisation), change in working capital and maintenance capex

# FY 22 Capacity Additions On Track

## Quarterly Additions of Installed Capacity



1. Weighted average date based on capacity

2. Transaction closed in Nov/2021



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# Sustainability And ESG

# ReNew Is Leading The Energy Transition In India And Is Committed To Global Sustainable Development Goals



## Our ESG Initiatives



### Environment

- » Ranked among top 10 renewable energy producers, globally on ESG Risk Ratings by Sustainalytics
- » Verified as 'carbon neutral' for our operations across more than 100 sites and facilities
- » Total avoided emissions by our clean energy operations stands at 10 million metric tonnes for the fiscal year ended March 31, 2021
- » Saved over 66,000 kiloliters of water by deploying robotic cleaning of solar panels
- » Signatory to the Global Reporting Initiative's South Asia Charter for Sustainability Imperatives and the United Nations Global Company's Business Ambition for 1.5°C Commitment



### Social

- » Distributed packets of dry ration to the poor, health kits to frontline workers and supported the GoI in strengthening the health infrastructure.
- » Adopted the Du Point guidelines to create a safe working environment and have set clear targets for continuous improvement of our safety records



### Governance

- » First energy sector company to receive a 5-star rating from the European Foundation for Quality Management (EFQM) for business excellence systems
- » Strong management systems certified as per ISO 9001, 14001 and 45001

## Partnerships With

THE CLIMATE GROUP



## Signatory To

GRI Sustainability Imperatives



## Plans To Adopt





# Impacting Communities With Sustainability Initiatives



## ReNew Women India Initiative (ReWIN)



## Lighting Lives – Electrification Of Schools



## Community-Based Water Management



## ReNew Scholarship For Exceptional Talent (ReSET)





# Thank You

**For further inquiries  
please contact**

**IR@renewpower.in**